

THE WANADA BULLETIN

NEWS AND INFORMATION FOR AND ABOUT FRANCHISED NEW CAR DEALERS IN THE WASHINGTON AREA

WANADA Celebrating 100 Years of Service (1917-2017)

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****Happy New Year****

December 29, 2017

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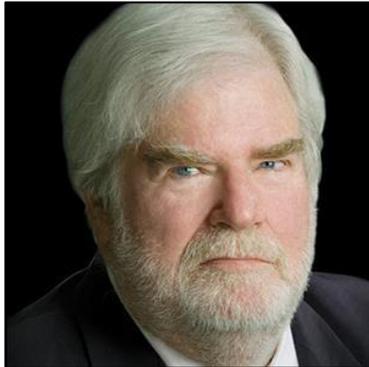
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Thought for the New Year...

Keith Crain of Automotive News will receive Washington Auto Show Lifetime Achievement Award

Jan. 25, 2018, WE Washington Convention Center



Keith Crain

Auto industry publishing icon, Keith Crain, has been named to receive Washington Auto Show Lifetime Achievement Award at a dinner in his honor, Thurs. Jan., 25, 2018, WE Washington Convention Center. Chairman of Crain communications and editor of Automotive News, Crain has been a leader in the automobile industry in journalism profession which covers it for nearly 50 years. WANADA members will not want to miss what promises to be an outstanding evening, featuring legendary automotive leaders and memorable presentations.

Crain played a pivotal role in the auto industry for close to five decades years as a reporter, editor and publisher of *Automotive News*. Today, he leads a team of 880 employees producing 54 different publications. He is a member of the Michigan Journalism Hall of Fame and the Automotive Hall of Fame.

Despite his many years of leadership as a publishing giant, Crain is perhaps best known as a hands-on journalist who still writes a regular weekly column for *Automotive News*. He is a familiar sight at *Automotive News* Detroit headquarters and takes his job as editor-in-chief very seriously.

Here is the schedule for the evening:

6:00 p.m. Cocktail reception

7:00 p.m. Dinner and award presentation, followed by a Fireside Chat between Roger Penske and Keith Crain

Individual tickets are \$250, a table of ten is \$2,000, and a patron opportunity is \$5,000. The patron opportunity includes a table for ten, the patron's logo in the printed program for the dinner and the logo in e-blast invitations.

The Award Dinner is co-hosted by Comcast Spotlight and Manheim Pennsylvania Auto Auction. To register, click [here](#).

All proceeds of this event will benefit WANADA's Auto Dealer Education Institute (ADEI), an IRS 501(c)(3) charitable foundation. *All but \$100 of each ticket is tax deductible.*

For more information contact, Kathy Teich, kt@wanada.org or 202-237-7200.

Auto technology leaders to speak at MobilityTalks at Washington Auto Show

CEOs from two of the world's largest and most cutting-edge automotive technology companies – Intel and Zoox – will speak at the *MobilityTalks International*[®] conference during the Washington Auto Show. They will deliver remarks at the Washington Convention Center on the morning of Wed., Jan. 24, 2018.

Brian Krzanich has been CEO of **Intel** since 2013. His open-minded approach to problem solving and listening to customers' needs has extended the company's product and technology leadership and created billions of dollars in value for the company. In 2006, he drove a broad transformation of Intel's factories and supply chain, improving factory speed by more than 60 percent and doubling customer responsiveness.

Tim Kentley-Klay is co-founder of autonomous vehicle startup **Zoox** and has also founded studios XYZ, Crayon and Wheelbarrow. He describes himself as a painter, designer, animator, filmmaker, troublemaker and thinker. His official biography says Kentley-Klay "is hard wired to pioneer creative projects that live at the vanguard of invention." His talk is sure to spark a lively discussion.

MobilityTalks International at the Washington Auto Show is designed as a forum for governments from around the world to exchange ideas on best practices related to the emerging trends in transportation surrounding connected and autonomous vehicles. The goal is to address the challenges through partnership and collaboration.

To that end, the Washington Auto Show is bringing together mobility experts from around the world to speak at the event, Jan. 23 to 24. MobilityTalks will commence on Jan. 23 at 3 p.m., where Sen. Gary Peters (D-MI), who has a longtime interest in autonomous vehicles, will open a panel discussion in the Kennedy Caucus Room in the Russell Senate Office Building.

On Jan. 24, morning speakers will include representatives from government transportation departments and universities from China, Germany, Japan, South Korea, the U.K. and the U.A.E. The afternoon will feature four breakout sessions. The American Association of Motor Vehicle Administrators (AAMVA) and the Eno Center for Transportation will each present a panel discussion. Two other sessions will explore data security and the future of engine technology.



Sen. Gary Peters will launch MobilityTalks at the WAS.

In a first for the U.S. Senate and the Washington Auto Show, the Senate Commerce Committee will hold a full field hearing at the Washington Convention Center, on Jan. 24 from 10 a.m. to 12

noon. The hearing will take place during the MobilityTalks, but is not officially affiliated with them.

Busy schedule for Washington Auto Show Media Day, Jan. 25



The SAE Government/Industry Conference during the Auto Show is always a popular event.

Washington Auto Show Media Day at the Convention Center will include a full schedule of keynote addresses, press announcements and awards.

Michigan Gov. Rick Snyder will lead off with a breakfast speech at 8:30 a.m., followed by press announcements at OEM displays on the main show floor of the Convention Center. A still-to-be-confirmed presidential cabinet member will speak in the early afternoon. Green Vehicles of the Year presented by the *Green Car Journal* will be recognized in an awards ceremony.

The Society of Automotive Engineers (SAE) will feature industry commentators in panel discussions beginning at 3 p.m. Speakers will draw on real-world applications in the DC metropolitan region and across the country. All WANADA dealers and Kindred-line member representatives are urged to attend.

Mark your calendar for Washington Auto Show Sneak Peek Preview, Jan. 25

All are our urged to attend the Sneak Peek Preview of the Washington Auto Show on Thur., Jan. 25. It's guaranteed to be a highlight of any WANADA member's Auto Show experience! The Sneak Peek presents an opportunity to mix with members of Congress, White House staff, high level regulators and other Washington political establishment figures, plus industry leaders and international media, who all attend the event. Once more, it's a change to view the Auto Show before it opens to the public the next day.

The WAS Sneak Peek is sponsored by the Auto Alliance, American Fuel Petrochemical Manufacturers, Hargrove and NADA.

ART of Motion returns to Washington Auto Show as artists paint cars on site

The ART of Motion exhibit will make its third annual appearance at the Washington Auto Show, with an *avant garde* design experience that befits a tier one show on the global industry circuit.

In cooperation with Automotive Rhythms, a trendsetting urban automotive media group, the cutting edge art car display will feature more than 8,000 square feet of experiential graphic backdrops consisting of painted motorcycles, custom autos, urban fashion and dynamic murals.

"ART of Motion promises to thrill auto enthusiasts and art lovers alike," said Auto Show Chairman John Ourisman. "This partnership expands the Washington DC Auto Show's niche as a host of connective and innovative exhibits that, quite literally, put a new perspective on the auto industry."

A notable group of artists will showcase their talents in ART of Motion, including:

- Edward Joseph, a.k.a. “Ed the Artist,” an abstract visualizer who specializes in lines that seek to influence using shapes, forms, colors and textures.
- Shawn Mitchell Perkins, a.k.a. “SP the Plug,” who will bring his style of abstract, graffiti and realism to the exhibit using mostly oil and some acrylic paint.
- Juan “CRI” Pineda, DC-based visual artist, whose distinct style is characterized as urban contemporary/street art, will offer realism for his creative works.
- Maria Miller, who derives much of her inspiration from topics surrounding race and reproduction, will perform mural art on behalf of Mazda.

The ART of Motion will be on the third floor in Ballroom B of the Washington Convention Center, from Jan. 26 to Feb. 4. Artists will be painting vehicles and murals in real time for show goers to experience.

Regional Tag and Title seminar at the Washington Auto Show, Jan. 26

The WANADA Regional Tag and Title Seminar at the Washington Auto Show will take place Fri., Jan. 26, from 10 a.m. to 12 noon, at the Walter E. Washington Convention Center. This important seminar provides the latest motor vehicle rules and regulations for the entire Washington region from the three Motor Vehicle Agencies, DC DMV, MD MVA, and VA DMV. This program is a *must* for all dealership tag and title coordinators and all staff involved in motor vehicle agency relations.

Tickets are \$75 per person. Registration opens after New Year’s. Contact Kathy Teich at 202-237-7200 or kt@wanada.org.

Tax reform bill passes with NADA-backed provisions



Congress passed the tax bill just before its Christmas/New Year’s break.

WANADA members are no doubt well aware of the tax bill that Congress passed just before adjourning for year. But what’s in it for dealers? Quite a lot, thanks to hard work by NADA and its dealers. Many provisions go into effect Jan. 1, 2018. Here are some provisions that will help dealers:

- **Full deductibility of floorplan interest.** The original House and Senate tax bills generally disallowed interest deductibility, including floor plan financing, for interest expenses in excess of 30 percent of adjusted taxable income. Thanks to a NADA-backed amendment in each chamber, floor plan interest remains 100 percent deductible, *permanently*. The final bill provides that entities that receive full deductibility of floorplan interest cannot claim the new temporary immediate expensing provisions. But Section 179 expensing, with permanent increased limits, remains available.
- **Lowers the tax rate and ensures tax relief for pass-through dealerships.** The final bill allows a 20 percent deduction on pass-through income (including from trusts and estates), which results in an effective tax rate below 30 percent for business income.
- **Maintains the LIFO (last in, first out) inventory accounting method.** NADA successfully fought to preserve LIFO, which many dealerships have used for decades.

- **Significantly reforms estate tax.** NADA has long fought to reform the “death tax” because of its extremely adverse effect on family-owned dealerships. The tax bill doubles the estate, gift and generation-skipping transfer tax (GST) exemptions from \$5.6 million to \$11.2 million per individual and \$22.4 million per couple, indexed for inflation with portability. That is effective Jan. 1, 2018, until Dec. 21, 2025.
- **Defeats the border adjustment tax (BAT).** The BAT would have raised prices on every vehicle. NADA opposed this new tax, and it was not included in either tax bill.
- **Retains advertising deductibility.** Limiting the deductibility of advertising expenses would have been an administrative nightmare for most dealers, and could have raised dealers’ taxes. NADA opposed this provision, which was not in either bill.

NADA will provide a more detailed analysis of the tax bill before the upcoming tax season. Dealers with questions on tax reform may contact NADA Legislative Affairs at legislative@nada.org.

In Memoriam: Don Beyer, Sr.

It is with sadness that WANADA reports the passing of longtime dealer member Donald S. Beyer, Sr., founder Don Beyer of Automotive Group. He died peacefully last Saturday, Dec. 23. He was 93.

Nicknamed “Buck”, Don, Sr. started Don Beyer Volvo in Falls Church, VA in 1973. His sons, Don, Jr. and Mike, came into the business with him, where each remains active today, albeit Don, Jr. is a member of Congress representing Northern Virginia in his spare time. A Washingtonian from Northern Virginia, Don, Sr. graduated from West Point commencing an U.S. Army career which included service in the Korean War and years of service after which he rose to the rank of colonel.

From the Volvo store in Falls Church, Don, Sr. and sons, Don, Jr. and Mike, grew Don Beyer Motors into the nine dealership operation it is today. Besides Don, Jr. and Mike, Don, Sr. and his wife Nancy of 50 *plus* years had four daughters, 15 grandchildren and 18 great-grandchildren.

WANADA will publish funeral arrangements to members when they are finalized, with the family signaling that there will be a memorial service on Don, Sr.’s 94th birthday, which will be Saturday a week, Jan. 6.

To Don, Jr., Mike, and Don, Sr.’s companion of seven years, Betty Knight, and his entire family and many friends, WANADA extends its sincerest sympathies.

Thought for the New Year...

The way to get started is to quit talking and begin doing.

--Walt Disney

